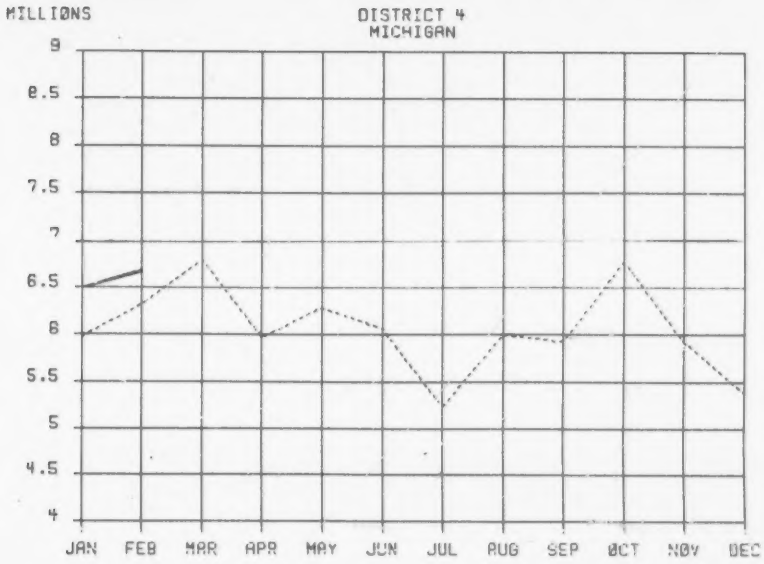
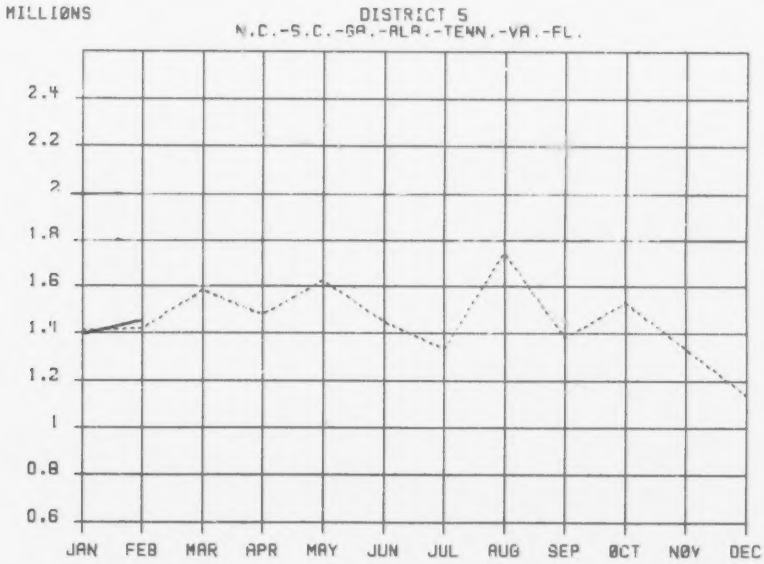


1984 - - - -

1985 ———

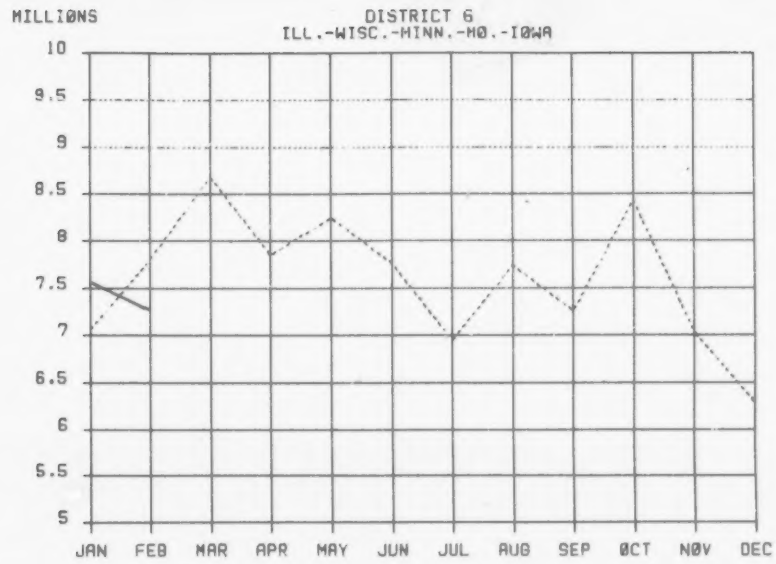
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.8	5.6										
% Change	Cumulative	8.8	7.1										



1984 - - - -

1985 ———

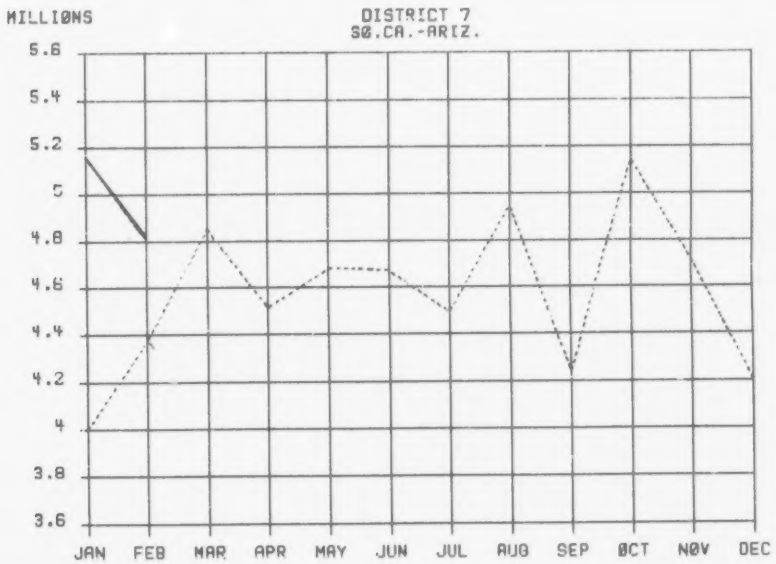
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.2	2.5										
% Change	Cumulative	-1.2	0.7										



1984 - - - -

1985 ———

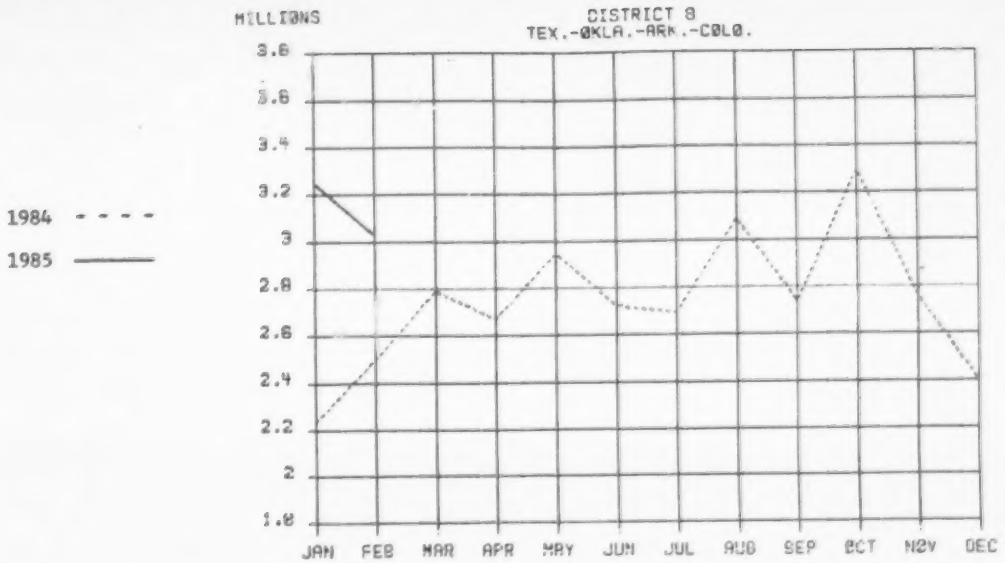
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.2	-6.7										
% Change	Cumulative	7.2	-0.1										



1984 - - - -

1985 ———

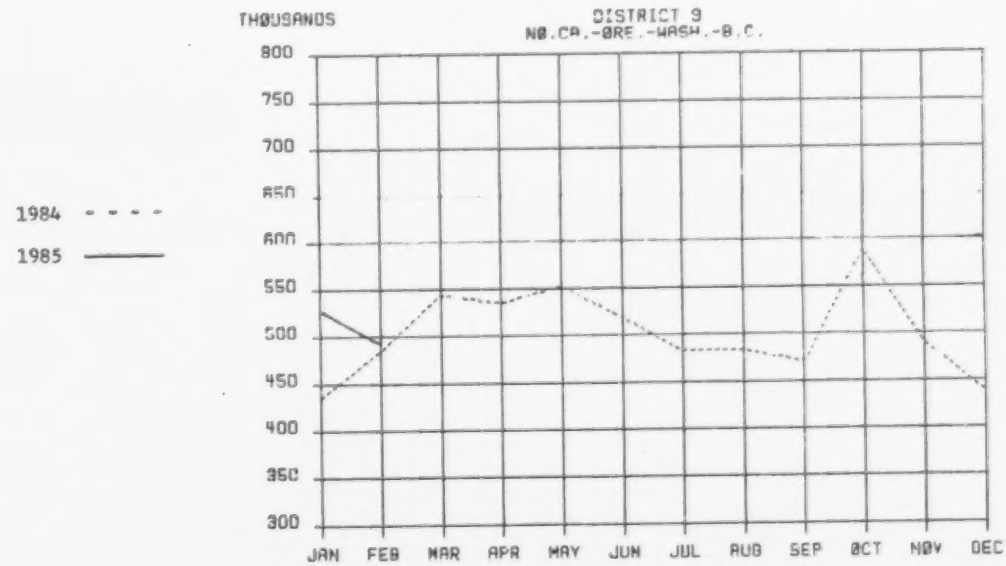
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	29.0	9.9										
% Change	Cumulative	29.0	19.9										



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2										
% Change	Cumulative	45.2	32.5										



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	21.3	1.7										
% Change	Cumulative	21.3	11.7										

A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

FOR RELEASE: IMMEDIATELY

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FIRST QUARTER 1985 SALES FOR COMMERCIAL HEAT TREATERS UP 7.4% FROM 1984 FIRST QUARTER

For the first three months of 1985, billings totaled $119 million compared to $111 million for the same period on 1984.

The March 1985 total of $41.6 million was up 3.1% from the March 1984 figure of $40.3 million.

Six out of nine MTI districts recorded gains over the March 1984 totals.

A summary of percentage change by geographic regions follows:

	District	Mar. 85 vs. Mar. 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	6.2	15.9
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	9.0	9.3
3	South Central (W.PA-OH-IN-KY)	4.6	6.1
4	Michigan	3.5	6.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-4.5	-1.2
6	North Central (IL-WI-MN-MO-IA)	-7.5	-2.9
7	Pacific Coast (So.CA-AZ)	5.7	14.1
8	Southwest (TX-OK-AR-CO-LA-UT)	16.7	26.6
9	Northwest (No.CA-OR-WA-B.C.)	-3.4	5.6

A6376-1

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

MARCH, 1985

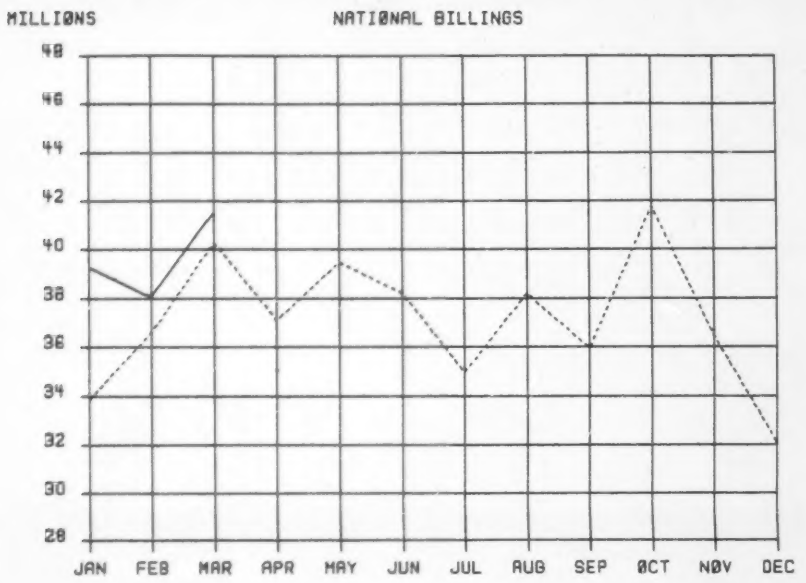
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	40317.4	41557.7	3.1	100.0	100.0
Dist. 1	17	2083.4	2212.3	6.2	5.2	5.3
Dist. 2	39	6295.9	6865.3	9.0	15.6	16.5
Dist. 3	59	6849.7	7162.9	4.6	17.0	17.2
Dist. 4	30	6633.1	6862.0	3.5	16.5	16.5
Dist. 5	23	1583.7	1511.9	-4.5	3.9	3.6
Dist. 6	46	8687.0	8034.4	-7.5	21.5	19.3
Dist. 7	28	4848.5	5125.7	5.7	12.0	12.3
Dist. 8	27	2792.1	3257.3	16.7	6.9	7.8
Dist. 9	9	544.2	525.8	-3.4	1.3	1.3
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	110805.0	118965.9	7.4	100.0	100.0
Dist. 1	5672.8	6575.7	15.9	5.1	5.5
Dist. 2	17570.2	19200.4	9.3	15.9	16.1
Dist. 3	18774.8	19912.0	6.1	16.9	16.7
Dist. 4	18587.9	19846.5	6.8	16.8	16.7
Dist. 5	4415.3	4362.3	-1.2	4.0	3.7
Dist. 6	23562.5	22890.5	-2.9	21.3	19.2
Dist. 7	13227.2	15095.9	14.1	11.9	12.7
Dist. 8	7530.0	9535.8	26.6	6.8	8.0
Dist. 9	1464.3	1546.9	5.6	1.3	1.3

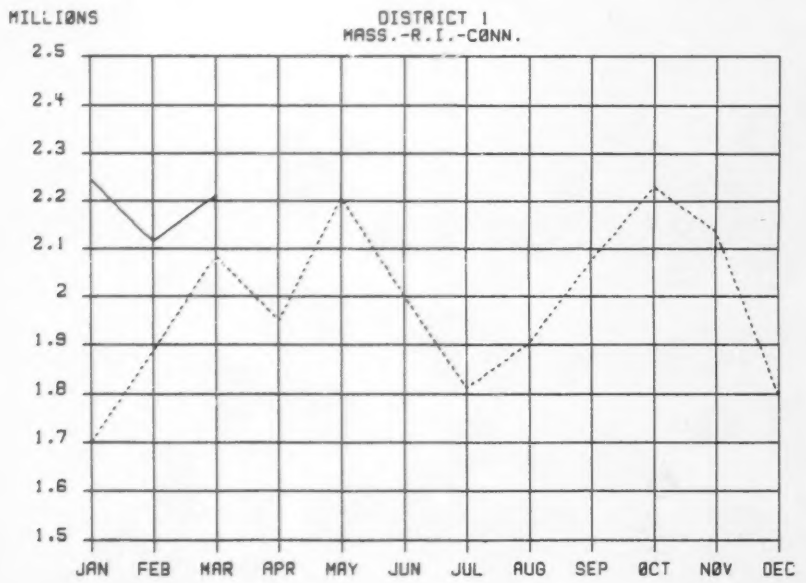
[1] Total MTI membership including firms that do not participate in monthly analysis.



1984 - - - -

1985 ———

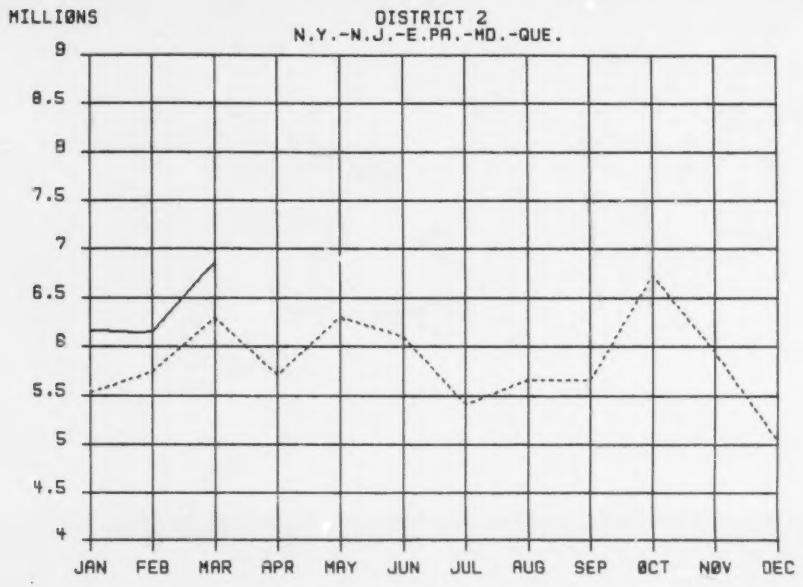
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.0	4.1	3.1									
% Change	Cumulative	16.0	9.8	7.4									



1984 - - - -

1985 ———

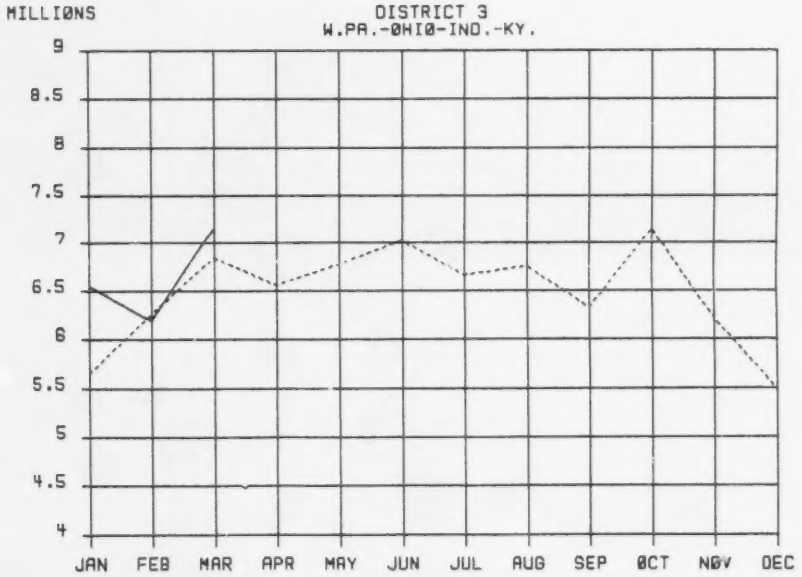
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	32.1	12.0	6.2									
% Change	Cumulative	32.1	21.6	15.9									



1984 - - - -

1985 ———

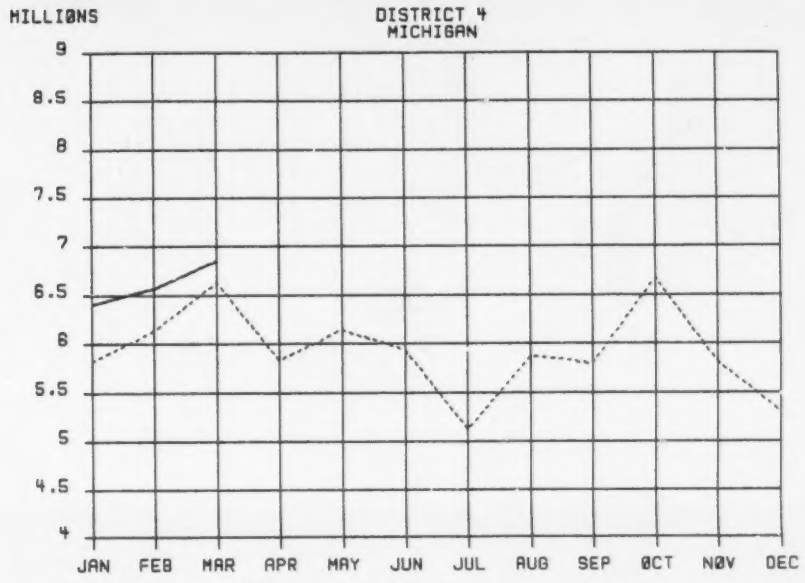
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.7	7.2	9.0									
% Change	Cumulative	11.7	9.4	9.3									



1984 - - - -

1985 ———

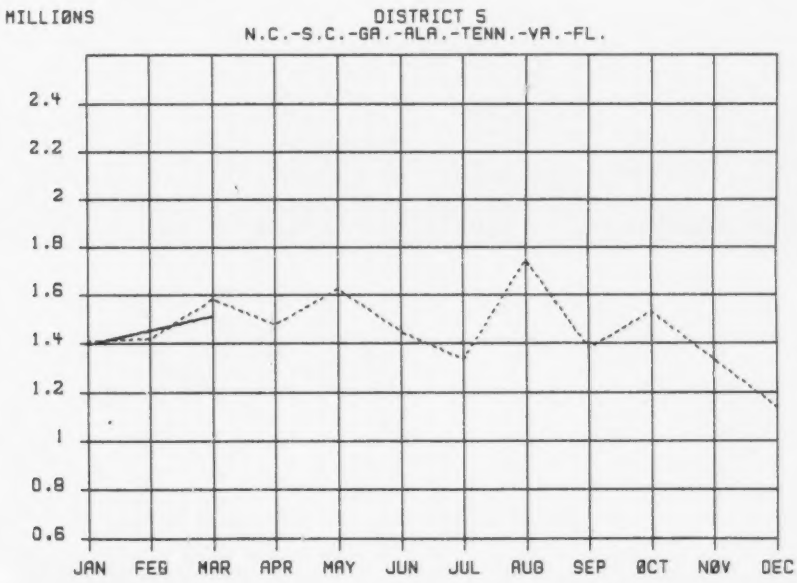
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-1.1	4.6									
% Change	Cumulative	15.8	6.9	6.1									



1984 - - - -

1985 ———

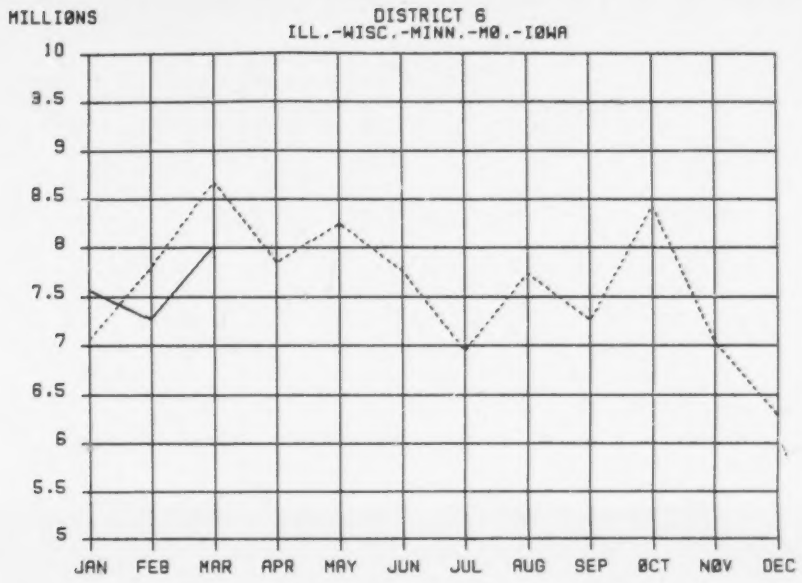
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.2	7.1	3.5									
% Change	Cumulative	10.2	8.6	6.8									



1984 - - - -

1985 ———

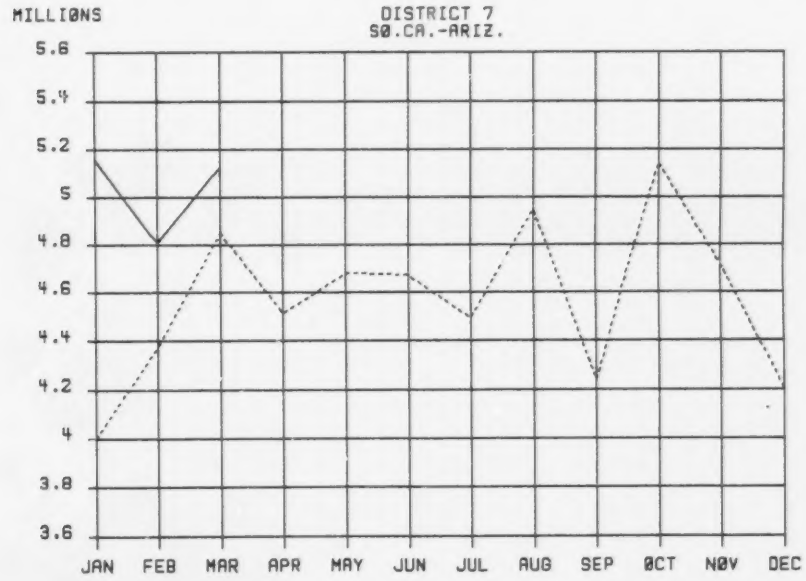
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.2	2.5	-4.5									
% Change	Cumulative	-1.2	0.7	-1.2									



1984 - - - -

1985 ———

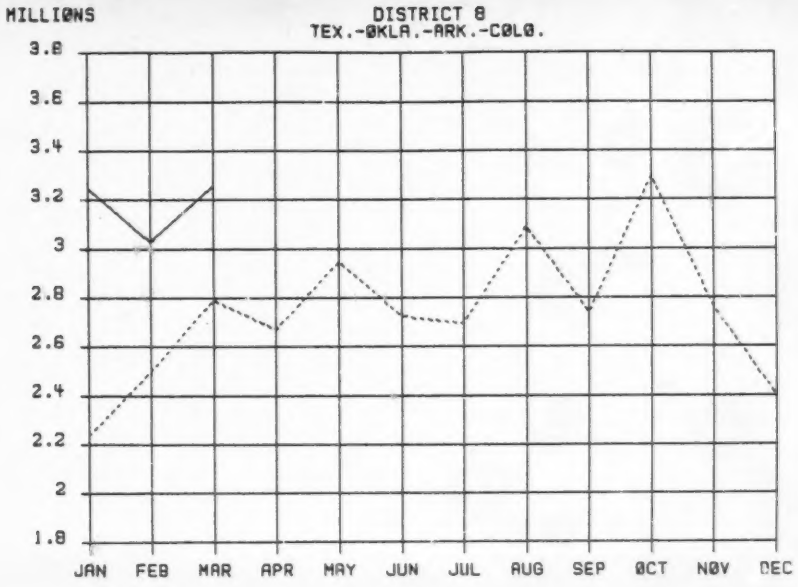
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.2	-6.7	-7.5									
% Change	Cumulative	7.2	-0.1	-2.9									



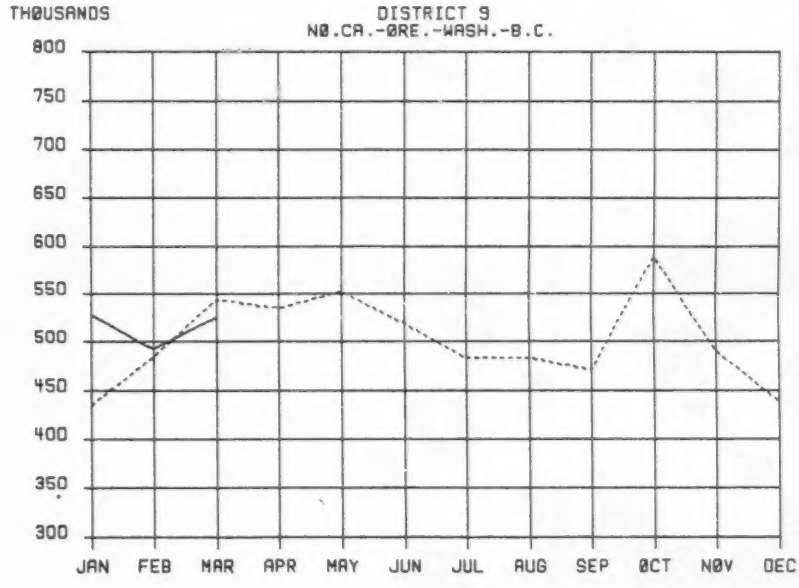
1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	29.0	9.9	5.7									
% Change	Cumulative	29.0	19.0	14.1									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2	16.7									
% Change	Cumulative	45.2	32.5	26.6									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	21.3	1.7	-3.4									
% Change	Cumulative	21.3	11.7	5.6									